

**TEMPER  
PENS**

**EVERSHARP  
PENCILS**

**THE WAHL COMPANY**  
CHICAGO

*Effective September 15, 1919*

# Dealers' Terms and Discounts

ON

## W A H L

### Eversharp Pencils and Tempoint Fountain Pens

All list Prices, Terms and Discounts  
subject to change without notice.

TERMS.—Net Cash 30 days or 2% 10 days. All Shipments F. O. B. Factory.

#### Discounts on Eversharp Pencils

On No. 20 any quantity.....	33½ %
On Nos. 30 to 97 any quantity.....	40 %
On Lead and Erasers any quantity.....	40 %
On Repairs (Price list Page 27).....	33½ %
Engraving (Price list Page 29).....	Net

#### Discounts on Tempoint Fountain Pens

On less than three dozen orders.....	40 %
On all orders where stocks of Tempoints are main- tained at three dozen.....	40 and 5%
On all orders where stocks of Tempoints are main- tained at six dozen.....	40 and 10%
On all orders where stocks of Tempoints are main- tained at one gross or more.....	50 %
All mounted pens subject only to the following discount in any quantity.....	40 %
On Repairs (Price list Page 28).....	33½ %
On Ink Fillers in dozen lots.....	40 %
ENGRAVING (Price list on Page 29).....	Net

*New York Office*  
Astor Trust Building  
501 Fifth Ave.

**THE WAHL  
COMPANY**

1800 Roscoe St., CHICAGO

*Pacific Coast Representatives*  
Bert M. Morris Company  
444 Market Street,  
SAN FRANCISCO, CAL.

Effective September 15, 1919.

Wahl Catalog, 1919

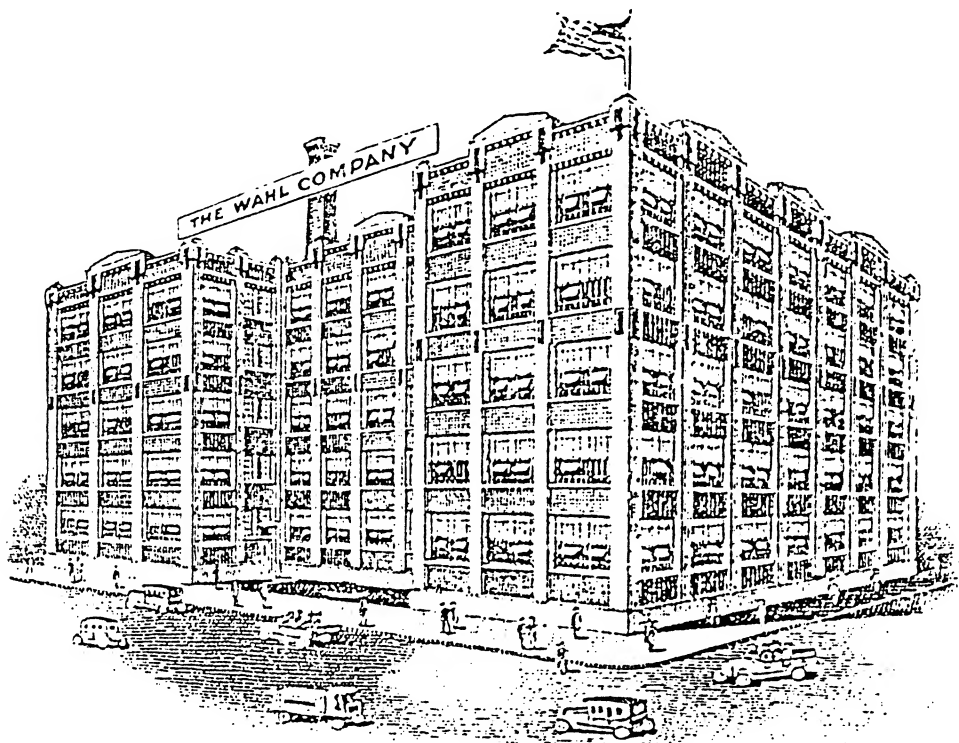
*TEMPPOINT*  
PENS

*EVERSHARP*  
PENCILS



The symbol of perfect  
writing—the mark of  
the Tempoint Pen  
and Eversharp Pencil

THE WAHL COMPANY  
1800 ROSCOE STREET : : CHICAGO, ILL.



Back of every Eversharp Pencil and every Tempoint Pen stands The Wahl Company, a two-and-a-half-million dollar concern of splendid international reputation and integrity.

Above is illustrated the great Wahl factory. Here are made the famous Wahl Adding Machine, the Tempoint Pen and the Eversharp Pencil, each representative of highest efficiency in its realm.

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# INTRODUCTION

In the wonderful Tempoint Pen and the Eversharp Pencil, the joy of utmost writing comfort becomes within hand reach of all who write.

As explained on pages 4 and 5 the Tempoint Pen embodies ten super-features which give it an exclusive distinctiveness possessed by no other pen.

Any one of these features would constitute a marked advance and a splendid selling point; together they form a combination of super-excellence that is absolutely unique.

This is the Pen heretofore known as the Boston Safety Fountain Pen. By reason of removal to Chicago where it is now made by The Wahl Company, and also because of the exclusive advantages of the writing point, it has been re-named the Tempoint Pen under which name it will be advertised and sold.

The splendid Eversharp Pencil is the culmination of 400 years of pencil development. Here at last is a pencil that is always sharp—never sharpened, a pencil with enough lead to write a quarter million words, a pencil that is as much a wonder of beauty and construction as it is a marvel of writing.

Whatever the writing requirement, there is an Eversharp that meets it. Whatever the hand, there's an Eversharp that fits it. Whatever the lead preference there's an Eversharp Lead for it. Whatever the demand of price and style there's a ready sale. Eversharp Pencils retail at \$1 and up.

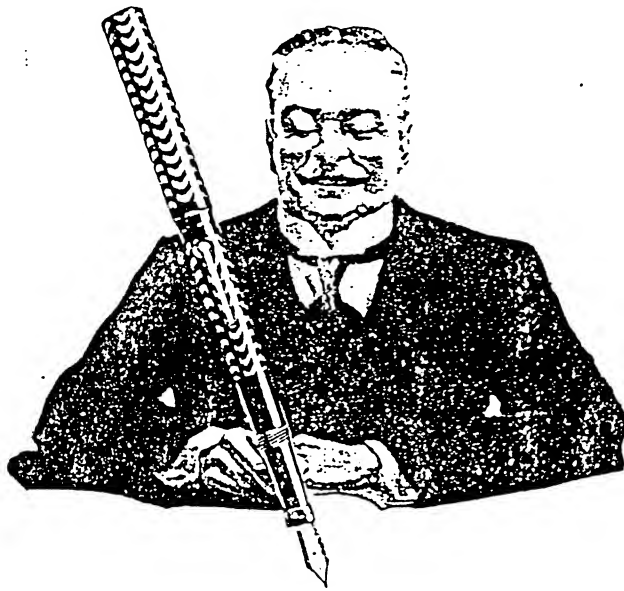
When empty, the lead chamber can be refilled with Eversharp Leads. A box of twelve leads, eighteen inches in all, enough for another quarter million words retails for 25c—one cent for ten thousand words. Leads come in various degrees of hardness.

Tempoint Pen and Eversharp Pencil—truly a writing team simply unbeatable. Popular, big sellers, workers of satisfaction for dealer and user alike—the highest expressions of writing excellence.

Made and Guaranteed by

**THE WAHL COMPANY**

1800 Roscoe Street, CHICAGO, ILL.



## TEMPPOINT PENS

THESE are the ten advantages that make the Tempoint Pen such a vastly different and better pen, every way.

1—The 14 kt. solid gold pen has a steel-like hardness and flexibility, due to a special hand hammering process which affords protection against harmful ink acids and long, hard writing. Thus the point cannot weaken or become "sprung."

2—Gold is *fused* about the unusually ample iridium tip—not annealed. This insures smoother writing and longer life.

3—Scientific Wahl Comb Feed automatically controls ink flow. Touch of pen to paper regulates flow instantly for any writing—fast, slow, steady or intermittent.

4—Air-tight chamber prevents pen from sweating in the pocket, and keeps point moist for instant writing.

5—The invisible Self Filling lever is out of the way until actual-

ly needed. Then ready instantly. The Tempoint Pen is also made in regular Screw Joint style.

6—The Duralastic ink sack is as durable as the pen itself. Nothing to replace or adjust.

7—The holder is scientifically balanced for easy writing. No writer's cramp.

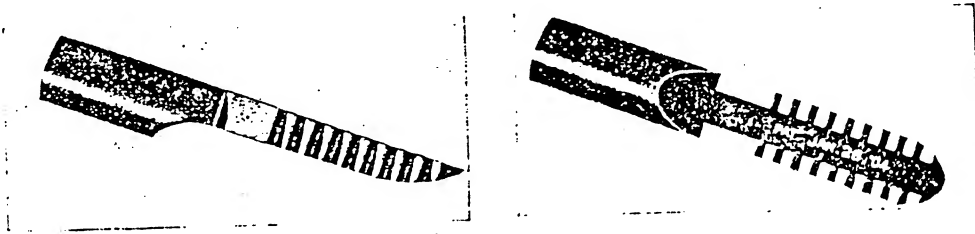
8—The built-in Wahl pocket clip prevents loss.

9—Beautifully made throughout. A pen to admire for its splendid construction as well as for its wonderful writing quality.

10—Made and guaranteed by The Wahl Company, a two-and-a-half-million dollar concern—a further assurance of value and satisfaction.

A Tempoint sale is a sale well made. It makes the customer a satisfied customer. And satisfied customers are a dealer's best asset.

### THE PATENTED WAHL COMB FEED

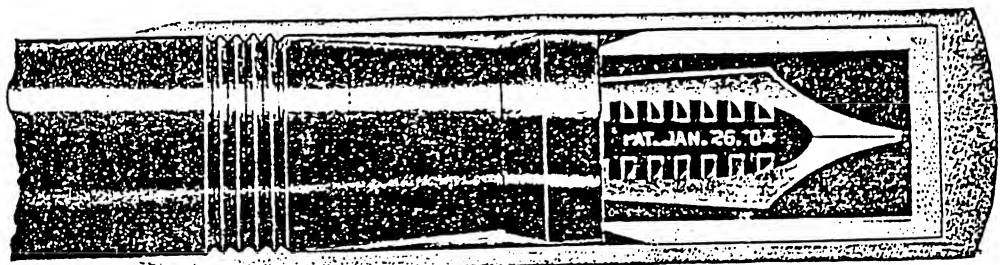


Built upon the principle of the comb. When the ink channel contains more ink than the pen point requires for writing, it flows back into the cavities formed by the teeth and the gold pen, and is held there until needed. The capillary attraction thus formed prevents the ink from dropping on the paper.

### THE PATENTED AIR-TIGHT CHAMBER

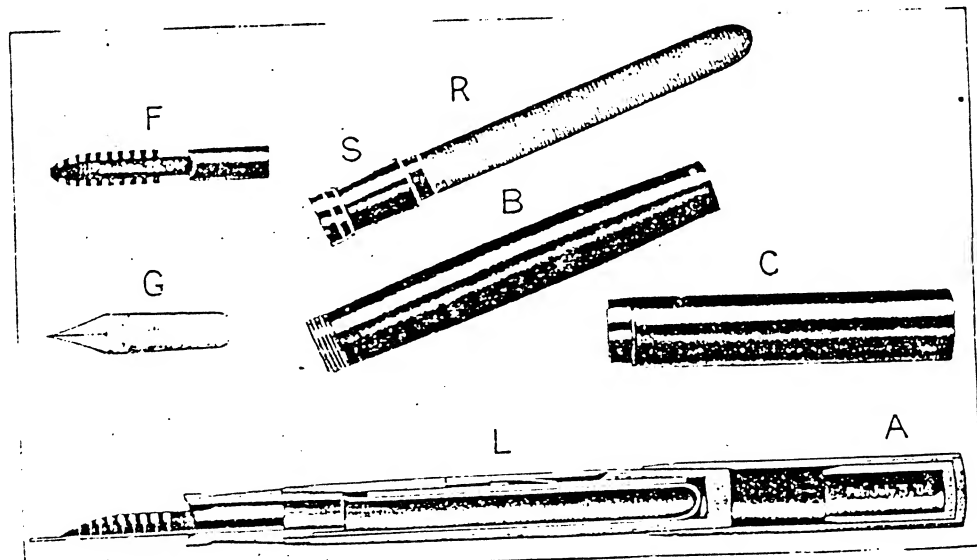
*The Safety Feature*

(Enlarged View)



The air-tight chamber is simply a cap within a cap, and bevelled at its open end. When the outside cap is screwed on to the barrel tightly, there is a perfect contact on all sides between the open end of the inner-cap and the bevelled flange of the point section, making it air-tight and preventing any ink from escaping. The pen point, so concealed within the inner-cap, remains moist and in condition to write the instant it touches the paper.

### THE SEPARATE PARTS



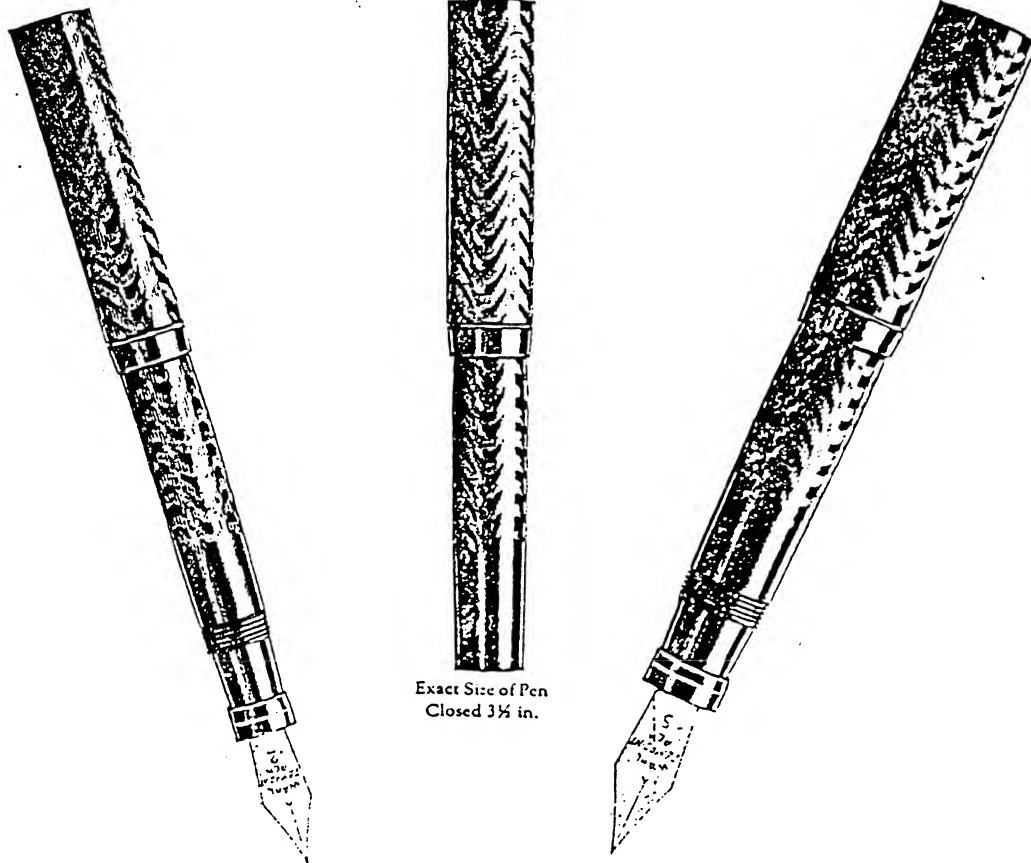
F—The Feed; S—The Point Section; B—The Barrel; C—The Cap; G—The Gold Pen.  
 The longitudinal view of the separate parts assembled.  
 Simplicity in construction and quality of workmanship and materials are the standards upon which the separate parts are made, and the complete pen assembled. Each pen is thoroughly inspected and tested before leaving the factory.

# TEMPOINT PENS

SCREW JOINT—DROPPER FILLER

## THE DOCTOR'S PEN

(ACTUAL SIZE)



Telegraph  
Word

Author  
No. 2—\$2.50

Argus  
No. 5—\$5.00

This pen was suggested to us by a physician and it has found favor not only with doctors, nurses, and other professional people, but with those desiring a handy pen that can be carried in the lower vest, trouser, or apron pocket. It is most convenient for note-taking as it is the smallest and yet most practical pen ever made. Though widely imitated, it has never been equalled.

*Note—Always use telegraph word when wiring orders*

Telegr:  
Wor:

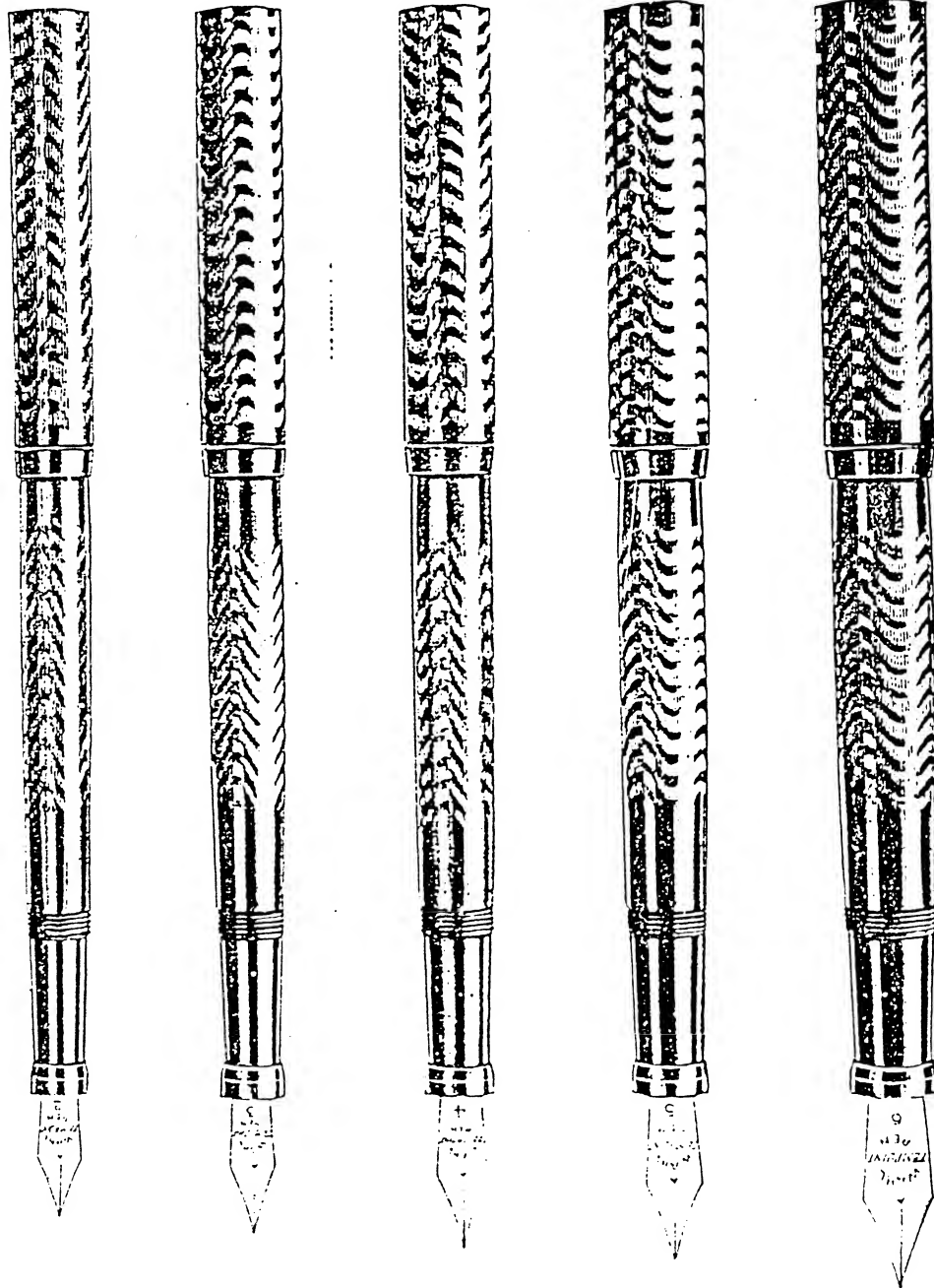


# TEMPOINT PENS

SCREW JOINT—DROPPER FILLER

THE REGULAR STANDARD PEN

(ACTUAL SIZE)



Telegraph  
Word Ardmore  
No. 12—\$2.50

Alpine  
No. 13—\$3.50

Alwood  
No. 11—\$1.00

Bucklin  
No. 15—\$5.00

Battle  
No. 16—\$6.00

A Tempoint Pen is never without ink, and never without a ready point.

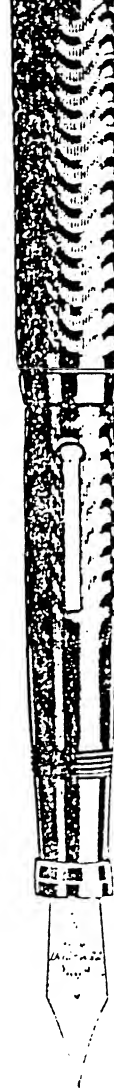
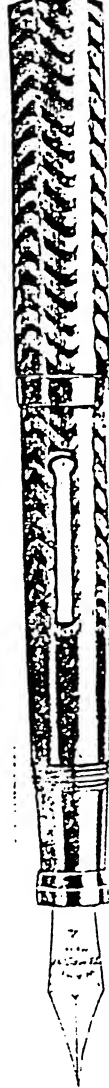
# TEMPOINT PENS

THE SELF FILLING PEN

(ACTUAL SIZE)



Exact Size of Pen  
Closed  $4\frac{1}{2}$  in.



Telegraph  
Word

Bishop

No. 62—\$2.50

Baton

No. 63—\$3.50

Barber

No. 64—\$1.00

Colby

No. 65—\$5.00

The Tempoint writes at first touch of pen to paper. Feeds just enough ink—  
no more—no less.

Tele  
W  
Crec  
Cent  
Chec  
Dur  
Feat

# TEMPPOINT PENS

## BANDED PENS

(ACTUAL SIZE)



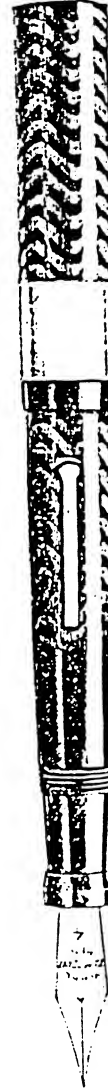
No. 62A



No. 63A



No. 102A



No. 61A



No. 65A

Telegraph Word	No.		Telegraph Word	No.			
Creole.....	62A—	Plain Gold Band 18- $\frac{1}{8}$ K	\$3.50	Dapper.....	61A—	Plain Gold Band 18- $\frac{1}{8}$ K	\$5.00
Century.....	62B—	Solid Gold Band 14 K	5.00	Fickle.....	61B—	Solid Gold Band 14 K	6.50
Checker.....	63A—	Plain Gold Band 18- $\frac{1}{8}$ K	4.50	Fabric.....	65A—	Plain Gold Band 18- $\frac{1}{8}$ K	6.00
Durable.....	63B—	Solid Gold Band 14 K	6.00	Factor.....	65B—	Solid Gold Band 14 K	7.50
Feather.....	102A—	Plain Gold Tass 18- $\frac{1}{8}$ K	3.50	Equity.....	102B—	Solid Gold Tass 14 K	6.00

Bands are made in four styles—Plain, Colonial, Unique and Ribbon. See Mounted Pens on Page 12. Style must be specified in ordering. The air-tight chamber of the Tempoint Pen keeps nib moist for instant writing and prevents "sweating" when the pen is carried in the pocket.

# TEMPOINT PENS

THE SELF FILLING PEN

(ACTUAL SIZE)



Telegraph Word Electric  
No. 72—\$2.50

Gainsay  
No. 73—\$3.50

Gerald  
No. 74—\$1.00

Helen  
No. 75—\$5.00

Jackal  
No. 76—\$6.00

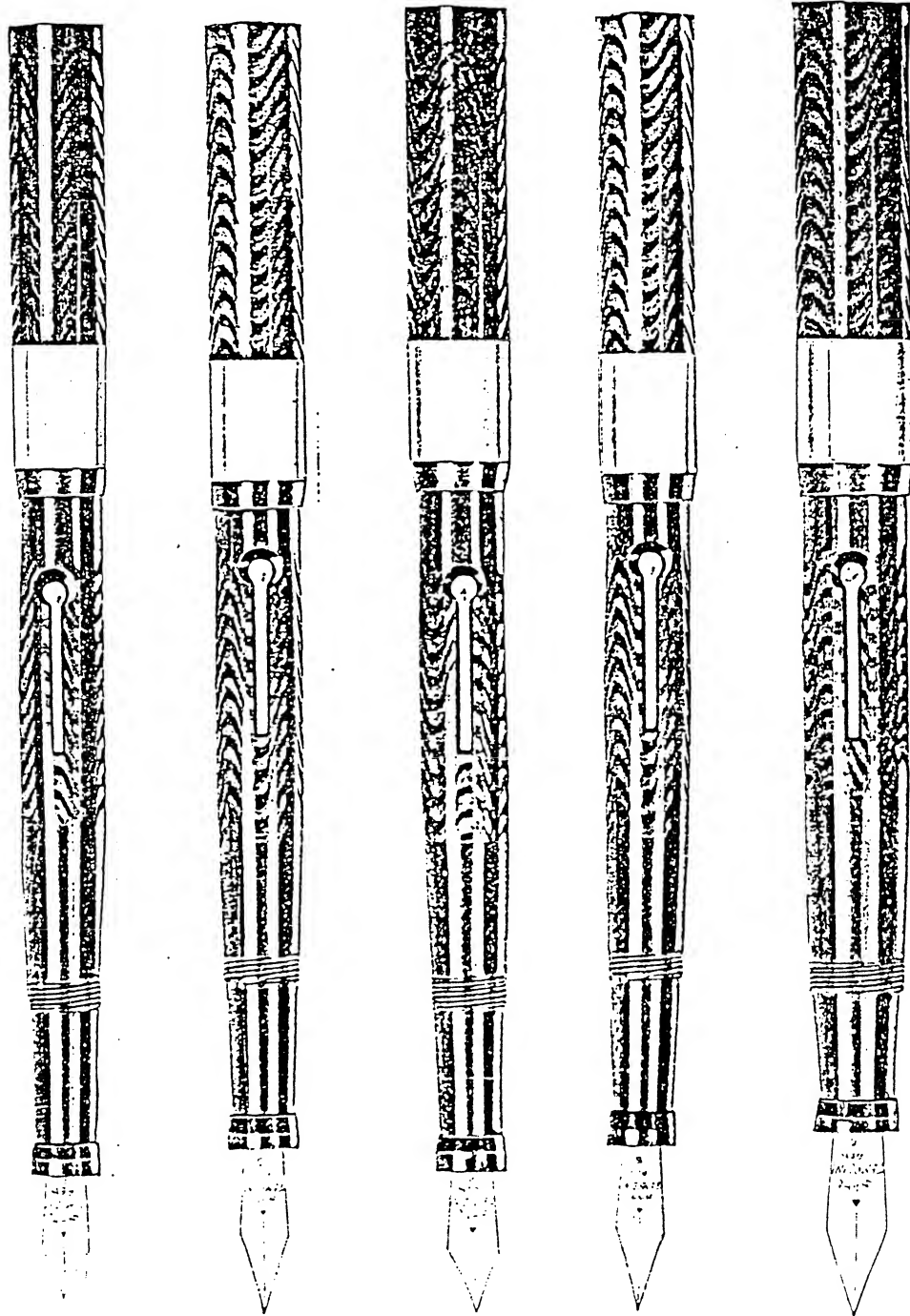
The gold of the Tempoint nib is fused about the ample iridium nib—not annealed. Then hand-hammered. Result, a steel-like hardness and flexibility.

Telegraph  
Word  
Lam  
Men  
Nest  
Oak  
Pret

# TEMPOINT PENS

## BANDED PENS

(ACTUAL SIZE)



No. 72A		No. 73A		No. 74A		No. 75A		No. 76A	
Telegraph Word	No.			Telegraph Word	No.			Telegraph Word	No.
Lamar	72 A	— Plain Gold Band 18- $\frac{1}{8}$ K	\$3.50	Paris	74 B	— Solid Gold Band 14 K	\$6.50		
Mentor	72 B	— Solid Gold Band 14 K	5.00	Palisade	75 A	— Plain Gold Band 18- $\frac{1}{8}$ K	6.00		
Nestor	73 A	— Plain Gold Band 18- $\frac{1}{8}$ K	4.50	Oracle	75 B	— Solid Gold Band 14 K	7.50		
Oakley	73 B	— Solid Gold Band 14 K	6.00	Quaker	76 A	— Plain Gold Band 18- $\frac{1}{8}$ K	7.00		
Pretext	74 A	— Plain Gold Band 18- $\frac{1}{8}$ K	5.00	Pagan	76 B	— Solid Gold Band 14 K	3.50		

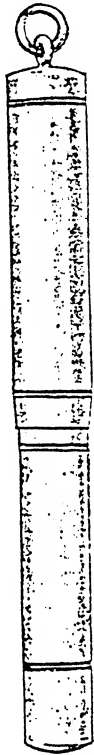
For style of bands see pages 9 and 12.

The Duralastic ink sack of the self filling Tempoint Pen is as durable as the Pen itself.  
A Tempoint is a friend for life.

# TEMPOINT PENS

## MOUNTED PENS

(SCREW JOINT OR SELF FILLER AS DESIRED)



202A Plain



203A Colonial



201A Unique



205A Ribbon



206A Grecian Border

Telegraph Word	No.		Telegraph Word	No.	
Pansy.....	202 A	18-1/8 K Gold	Ruby.....	204 B-G	18 K Solid Gold (Green)
Parable.....	202 A-G	18-1/8 K Gold (Green)			\$25.00
Puritan.....	202 B	14 K Solid Gold	Remus.....	204 C	Sterling Silver
Parley.....	202 B-G	18 K Solid Gold (Green)			6.00
		25.00	Sable.....	205 A	18-1/8 K Gold
Parole.....	202 C	Sterling Silver			8.00
		6.00	Sage.....	205 A-G	18-1/8 K Gold (Green)
Passport.....	203 A	18-1/8 K Gold			8.00
Phantom.....	203 A-G	18-1/8 K Gold (Green)	Simon.....	205 B	14 K Solid Gold
		8.00			25.00
Pirate.....	203 B	14 K Solid Gold	Scarlet.....	205 B-G	18 K Solid Gold (Green)
Prophet.....	203 B-G	18 K Solid Gold (Green)			25.00
		25.00	Sector.....	205 C	Sterling Silver
Regent.....	203 C	Sterling Silver			6.00
		6.00	Rhode.....	206 A	18-1/8 K Gold
Regime.....	204 A	18-1/8 K Gold			8.00
Reserve.....	204 A-G	18-1/8 K Gold (Green)	Redfern.....	206 A-G	18-1/8 K Gold (Green)
		8.00			8.00
Roman.....	204 B	14 K Solid Gold	Relic.....	206 B	14 K Solid Gold
		25.00			25.00
			Rebuke.....	206 B-C	18 K Solid Gold (Green)
					25.00
			Roscoe.....	206 C	Sterling Silver
					6.00

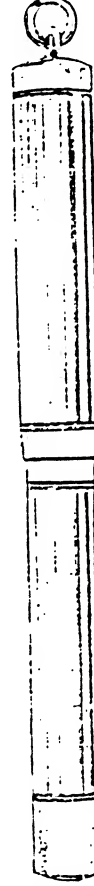
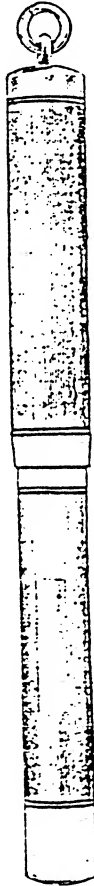
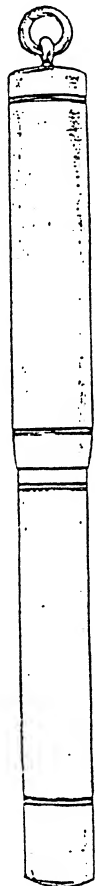
Color of gold, and whether Screw Joint or Self Filler is desired must be specified.

Back of every Tempoint Pen is the guarantee of a two-and-a-half-million-dollar concern.

# TEMPOINT PENS

## MOUNTED PENS

(SCREW JOINT OR SELF FILLER AS DESIRED)



302A Plain

303A Colonial

304A Unique

305A Ribbon

306A Greecian Border

Telegraph Word	No.		
Sanford	302 A	18-1/8 K Gold	\$10.00
Symbol	302 A-G	18-1/8 K Gold (Green)	10.00
Signal	302 B	14 K Solid Gold	30.00
Sloop	302 B-G	18 K Solid Gold (Green)	30.00
Staple	302 C	Sterling Silver	8.00
Sidney	303 A	18-1/8 K Gold	10.00
Tangent	303 A-G	18-1/8 K Gold (Green)	10.00
Target	303 B	14 K Solid Gold	30.00
Tempert	303 B-G	18 K Solid Gold (Green)	30.00
Tariff	303 C	Sterling Silver	8.00
Titan	304 A	18-1/8 K Gold	10.00
Tarpan	304 A-G	18-1/8 K Gold (Green)	10.00
Tartar	304 B	14 K Solid Gold	30.00

Telegraph Word	No.		
Templar	301 B-G	18 K Solid Gold (Green)	\$30.00
Usher	301 C	Sterling Silver	8.00
Velvet	305 A	18-1/8 K Gold	10.00
Venus	305 A-G	18-1/8 K Gold (Green)	10.00
Vortex	305 B	14 K Solid Gold	30.00
Vesper	305 B-G	18 K Solid Gold (Green)	30.00
Vogue	305 C	Sterling Silver	8.00
Random	306 A	18-1/8 K Gold	10.00
Rally	306 A-G	18-1/8 K Gold (Green)	10.00
Ralph	306 B	14 K Solid Gold	30.00
Reckon	306 B-G	18 K Solid Gold (Green)	30.00
Report	306 C	Sterling Silver	8.00

The Tempoint Pen is scientifically balanced for comfortable writing—no writer's cramp.

Color of gold, and whether Screw Joint or Self Filler is desired must be specified.

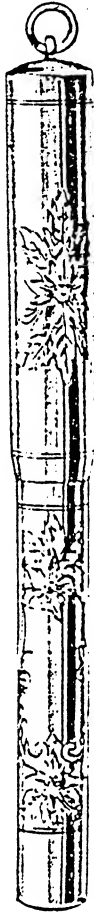
# TEMPOINT PENS

## HAND ENGRAVED MOUNTS

(SCREW JOINT OR SELF FILLER AS DESIRED)



No. 420 B



No. 430 B



No. 520 B



No. 530 B



No. 620 B



No. 630 B



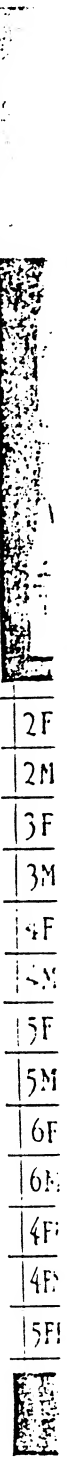
No. 930 B

Telegraph Word	No.		
Yearling	420 B	—14 Karat Solid Gold	\$30.00
Yankee	420 B-G	—18 Karat Solid Gold (Green)	30.00
Vulcan	420 C	—Sterling Silver	3.00
Condax	430 B	—14 Karat Solid Gold	35.00
Confute	430 B-G	—18 Karat Solid Gold (Green)	35.00
Chessman	430 C	—Sterling Silver	10.00
Yuma	520 B	—14 Karat Solid Gold	32.50
Watch	520 B-G	—18 Karat Solid Gold (Green)	32.50
Welkin	520 C	—Sterling Silver	10.00
Ward	530 B	—14 Karat Solid Gold	37.50
Winter	530 B-G	—18 Karat Solid Gold (Green)	37.50

Telegraph Word	No.		
Warwick	530 C	—Sterling Silver	\$12.00
Welfare	620 B	—14 Karat Solid Gold	35.00
Welcome	620 B-G	—18 Karat Solid Gold (Green)	35.00
Weapon	620 C	—Sterling Silver	12.00
Willard	630 B	—14 Karat Solid Gold	40.00
Wolfrain	630 B-G	—18 Karat Solid Gold (Green)	40.00
Wasey	630 C	—Sterling Silver	15.00
Wilke	930 B	—14 Karat Solid Gold De Luxe	50.00
York	930 B-G	—18 Karat Solid Gold De Luxe (Green)	50.00

Made in Sterling Silver, 14 Karat Solid Gold, Yellow or Green; color of gold and whether Screw Joint or Self Filler is desired, must be specified.

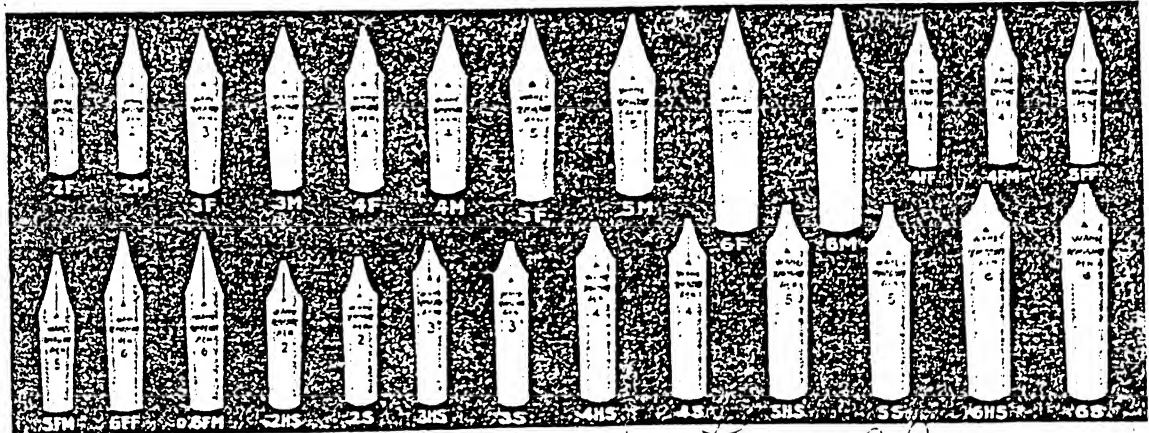
A Tempoint purchase is a purchase for all time. Tempoint users are so delighted that they never have to consider some other pen.





# TEMPOINT WRITING CHART

*There's A Tempoint that Writes Like You*



2F	<i>Grace P. Andrews</i>	5FM	<i>Laura P. Hughes</i>
2M	<i>Fred J. Simpson</i>	6FF	<i>Lillian Shaw</i>
3F	<i>Harriet S. Albright</i>	6FM	<i>A. C. Burton</i>
3M	<i>Josephus M. Lee</i>	2HS	<i>W. L. Clapp</i>
4F	<i>T. W. Jones</i>	2S	<i>H. O. Harris</i>
4M	<i>Wm. Brown</i>	3HS	<i>Samuel P. Wood</i>
5F	<i>Robert Brown</i>	3S	<i>Frank K. Wilson</i>
5M	<i>Arthur Brown</i>	4HS	<i>John Brown</i>
6F	<i>Angela B. Jones</i>	4S	<i>Grace Marie Robertson</i>
6M	<i>Anna S.</i>	5HS	<i>Wm. H. Howell</i>
4FF	<i>Louise Hasty</i>	5S	<i>John Woodruff</i>
4FM	<i>W. S. Hoys</i>	6HS	<i>Queen M. Brown</i>
5FF	<i>G. T. Cochard</i>	6S	<i>G. Duke Price</i>

✓ **And Every Tempoint Pen Has 10 Superior Features. Ask About Them!** ✓

The Tempoint Writing Chart is what you have long been looking for—a practical aid to quick pen selling and an absolutely sure guide to accurate individual pen selection. It assures lasting writing comfort to every one of your customers—young or old, slow writers or fast ones, light writers or heavy ones.

2.00  
5.00  
5.00  
2.00  
0.00  
0.00  
5.00  
0.00  
0.00



## EVERSHARP PENCILS

The skeleton cut to the right shows the ingenious construction of the Eversharp Pencil.

The point is always sharp, never sharpened, for the Eversharp sharpens itself. No whittling, no lost motion, no lost lead, no interrupted thought.

And every stroke sharp and clean-cut. Easy writing, easy reading.

There's enough lead for a quarter million words, 18 inches of lead in all. Twenty-five cents at long intervals replenishes the supply—ten thousand words one cent.

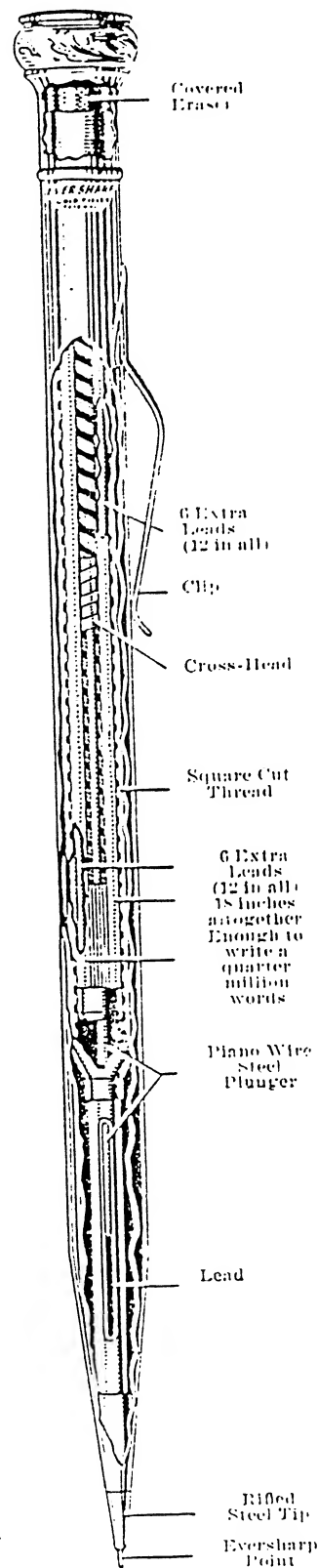
There's a handy eraser, under cover until needed. Ready instantly.

The built-in Wahl pocket clip prevents Pencil from working out of the pocket.

The rifled steel tip insures a sharp, steady, ready point for every word and every dot. It tapers down to the lead itself, insuring that graceful writing quality and scholarly touch of pencil to paper so much appreciated by all good writers.

The Eversharp is constructed with jeweler precision throughout. It is as good to the eye as it is in the hand. If anything ever brought pride of ownership it is an Eversharp Pencil. Eversharp owners are discriminating people.

Eversharp Leads come in various degrees of hardness. From lead to cap the Eversharp is truly King of the Pencils—a striking advance in pencil construction and utility.



# EVERSHARP PENCILS



No. 20



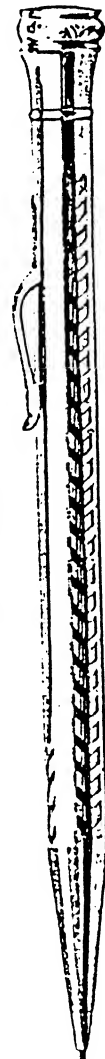
No. 30



No. 30S



No. 30SW



No. 31



No. 31S

Telegraph Word	No.	Description	Price
Abbot	20	Plain Silver Plate	\$1.00
Alger	30	Plain Triple Silver Plate	1.50
Ablaze	30S	Vest Pocket Plain Triple Silver Plate	1.50
Abyss	30SW	Vest Pocket Plain Triple Silver With Ring	1.75
Anchor	31	Chased Triple Silver Plate	1.50
Adair	31S	Vest Pocket Chased Triple Silver Plate	1.50

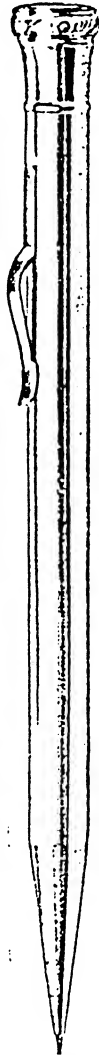
An Eversharp Pencil is a thing of beauty and a joy forever. Every user is proud to own it and to write with it.

*Note—Always use telegraph word when wiring orders*

# EVERSHARP PENCILS



No. 31SW



No. 50



No. 50S



No. 50SW



No. 51

Telegraph Word	No.		
Allen.....	31SW	Vest Pocket Chased Triple Silver, with Ring.....	\$1.75
Carter.....	50	Plain Sterling Silver.....	2.50
Clinton.....	50S	Vest Pocket Sterling Silver.....	2.00
Cedar.....	50SW	Vest Pocket Sterling Silver With Ring.....	2.50
Canyon.....	51	Checkered Sterling Silver.....	3.00
Calhoun.....	51S	Vest Pocket Sterling Silver.....	2.50
Cabin.....	51SW	Vest Pocket Sterling Silver With Ring.....	3.00

The Eversharp is always sharp—never sharpened. Nothing could please any writer more.

# EVERSHARP PENCILS



No. 54



No. 55



No. 60



No. 60S



No. 60SW



No. 61

Telegraph Word	No.		
Cadet.....	54	Hand Engraved Sterling Silver.....	\$1.00
Captive.....	51S	Vest Pocket Hand Engraved Sterling Silver.....	3.50
Compass.....	51SW	Vest Pocket Hand Engraved Sterling Silver With Ring.....	4.00
Convert.....	55	Hand Engraved Sterling Silver.....	5.00
Chain.....	55S	Vest Pocket Hand Engraved Sterling Silver.....	4.50
Douglas.....	55SW	Vest Pocket Hand Engraved Sterling Silver With Ring.....	5.00
Dodge.....	60	Plain 12 K. Gold Filled.....	3.00
Drama.....	60S	Vest Pocket Gold Filled.....	2.50
Dawson.....	60SW	Vest Pocket Gold Filled With Ring.....	3.00
Diamond.....	61	Checkered Gold Filled.....	3.50

The built-in Wahl pocket clip keeps the Eversharp Pencil a bosom companion for life.

# EVERSHARP PENCILS



No. 61S



No. 61SW



No. 70



No. 70SW



No. 71



No. 71SW

Telegraph Word	No.		
Emerald.....	61S	Vest Pocket Checkered Gold Filled.....	\$3.00
Eagle.....	61SW	Vest Pocket Checkered Gold Filled With Ring .....	3.50
Kale.....	70	Plain 18 K. Gold Filled (Green).....	4.00
Kilt.....	70S	Vest Pocket Plain 18 K. Gold Filled (Green).....	3.50
Koran.....	70SW	Vest Pocket Gold Filled With Ring (Green).....	4.00
Knave.....	71	Checkered Gold Filled (Green).....	4.50
Kepper.....	71S	Vest Pocket Checkered Gold Filled (Green).....	4.00
Kenneth.....	71SW	Vest Pocket Checkered Gold Filled (Green) With Ring.....	4.50

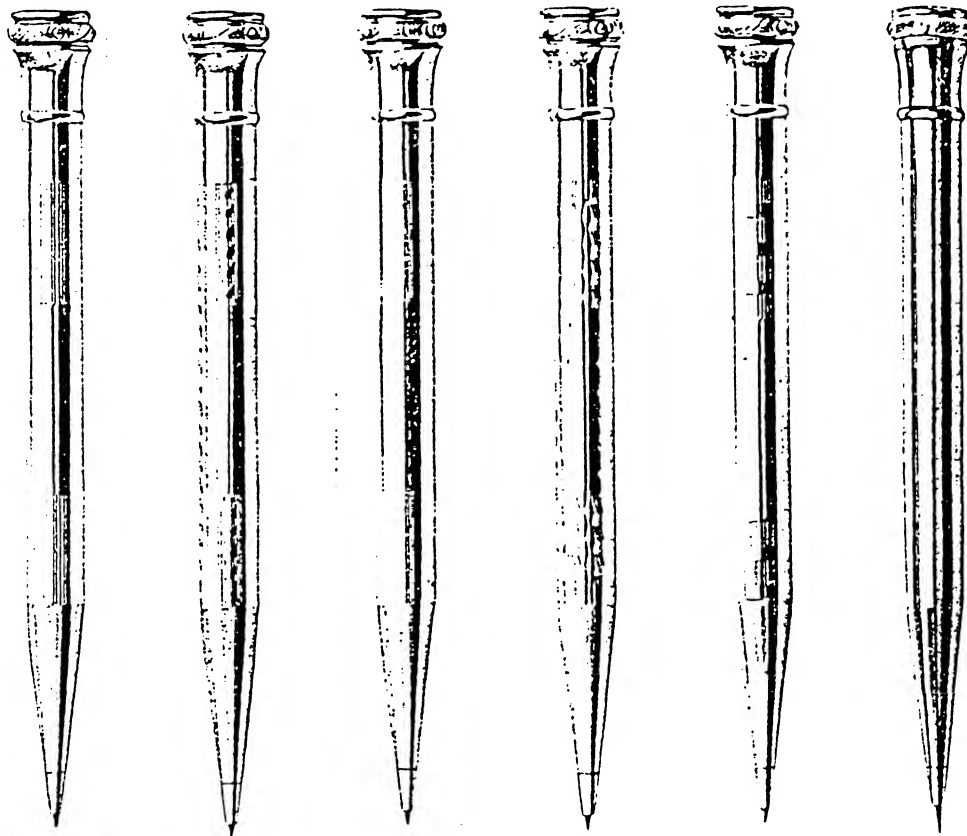
The handy eraser is another Eversharp convenience. Under cover until wanted, then there instantly.

Tele:  
W  
Boo  
Edw  
Lay  
Har  
Pan  
Ven  
Rea  
Bari  
Frai  
Loo  
Hoo  
Pat  
Vir  
Reb  
Bal  
Fre  
M  
I  
F  
T

# EVERSHARP PENCILS

## ENGINE TURNED DESIGNS

VEST POCKET SIZE



Colonial  
No.  
45S  
10S  
73S  
16S  
79S  
93S  
84S

Unique  
No.  
46S  
11S  
71S  
17S  
80S  
94S  
85S

Ribbon  
No.  
47S  
12S  
75S  
18S  
81S  
95S  
86S

Zigzag  
No.  
48S  
13S  
76S  
19S  
82S  
96S  
87S

Grecian Border  
No.  
49S  
14S  
77S  
21S  
83S  
97S  
88S

Plain  
No.  
15S  
78S

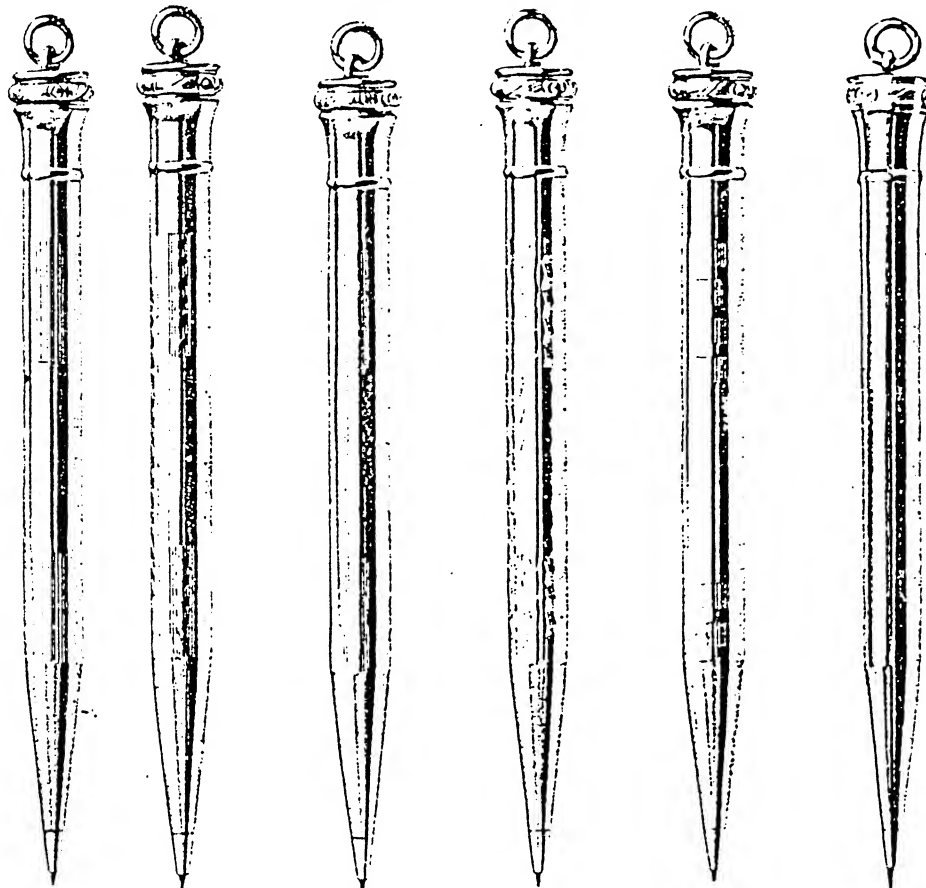
Telegraph Word	No.		
Boone	15S	Sterling Silver	\$ 4.00
Edward	10S	Gold Filled	4.50
Lava	73S	Gold Filled (Green)	5.50
Harmony	16S	14 K. 1/4 Gold	11.00
Pandor	79S	18 K. 1/4 Gold (Green)	11.00
Venture	93S	Solid Gold	21.00
Realm	84S	Solid Gold (Green)	21.00
Burke	16S	Sterling Silver	4.00
Franklin	11S	Gold Filled	4.50
Loot	74S	Gold Filled (Green)	5.50
Hooker	17S	14 K. 1/4 Gold	11.00
Patriot	80S	18 K. 1/4 Gold (Green)	11.00
Virtue	94S	Solid Gold	21.00
Rebel	85S	Solid Gold (Green)	21.00
Baldwin	17S	Sterling Silver	4.00
Fremont	12S	Gold Filled	4.50
Mirage	75S	Gold Filled (Green)	5.50
Irwin	18S	14 K. 1/4 Gold	11.00
Requite	81S	18 K. 1/4 Gold (Green)	11.00
Temper	95S	Solid Gold	21.00

Telegraph Word	No.		
Stout	86S	Solid Gold (Green)	\$21.00
Blaine	18S	Sterling Silver	4.00
Grant	13S	Gold Filled	4.50
Neutral	76S	Gold Filled (Green)	5.50
Julek	19S	14 K. 1/4 Gold	11.00
Richard	82S	18 K. 1/4 Gold (Green)	11.00
Thomas	96S	Solid Gold	21.00
Success	87S	Solid Gold (Green)	21.00
Clay	19S	Sterling Silver	4.00
Galla	14S	Gold Filled	4.50
Ornate	77S	Gold Filled (Green)	5.50
Jockey	21S	14 K. 1/4 Gold	11.00
Restrain	83S	18 K. 1/4 Gold (Green)	11.00
Thunder	97S	Solid Gold	21.00
Saint	88S	Solid Gold (Green)	21.00
Garfield	15S	14 K. Gold	9.00
Pall	78S	18 K. 1/4 Gold (Green)	9.00

# EVERSHARP PENCILS

ENGINE TURNED DESIGNS

VEST POCKET SIZE WITH RING



Colonial No.	Unique No.	Ribbon No.	Zigzag No.	Grecian Border No.	Plain No.
45SW	46SW	47SW	48SW	49SW	15SW
10SW	11SW	12SW	13SW	14SW	78SW
73SW	74SW	75SW	76SW	77SW	
16SW	17SW	18SW	19SW	21SW	
79SW	80SW	81SW	82SW	83SW	
93SW	94SW	95SW	96SW	97SW	
84SW	85SW	86SW	87SW	88SW	

Telegraph Word	No.		
Butler	45SW	Sterling Silver	\$ 4.50
Elmore	10SW	Gold Filled	5.00
Lantern	73SW	Gold Filled (Green)	6.00
Huron	16SW	14 K. 1/4 Gold	12.00
Parade	79SW	18 K. 1/4 Gold (Green)	12.00
Vizard	93SW	Solid Gold	22.00
Ruth	81SW	Solid Gold (Green)	22.00
Boulder	46SW	Sterling Silver	4.50
Ford	11SW	Gold Filled	5.00
Lynx	74SW	Gold Filled (Green)	6.00
Jackson	17SW	14 K. 1/4 Gold	12.00
Portal	80SW	18 K. 1/4 Gold (Green)	12.00
Vigor	94SW	Solid Gold	22.00
Relate	85SW	Solid Gold (Green)	22.00
Benton	47SW	Sterling Silver	4.50
Fountain	12SW	Gold Filled	5.00
Mode	75SW	Gold Filled (Green)	6.00
Harper	18SW	14 K. 1/4 Gold	12.00
Robey	81SW	18 K. 1/4 Gold (Green)	12.00

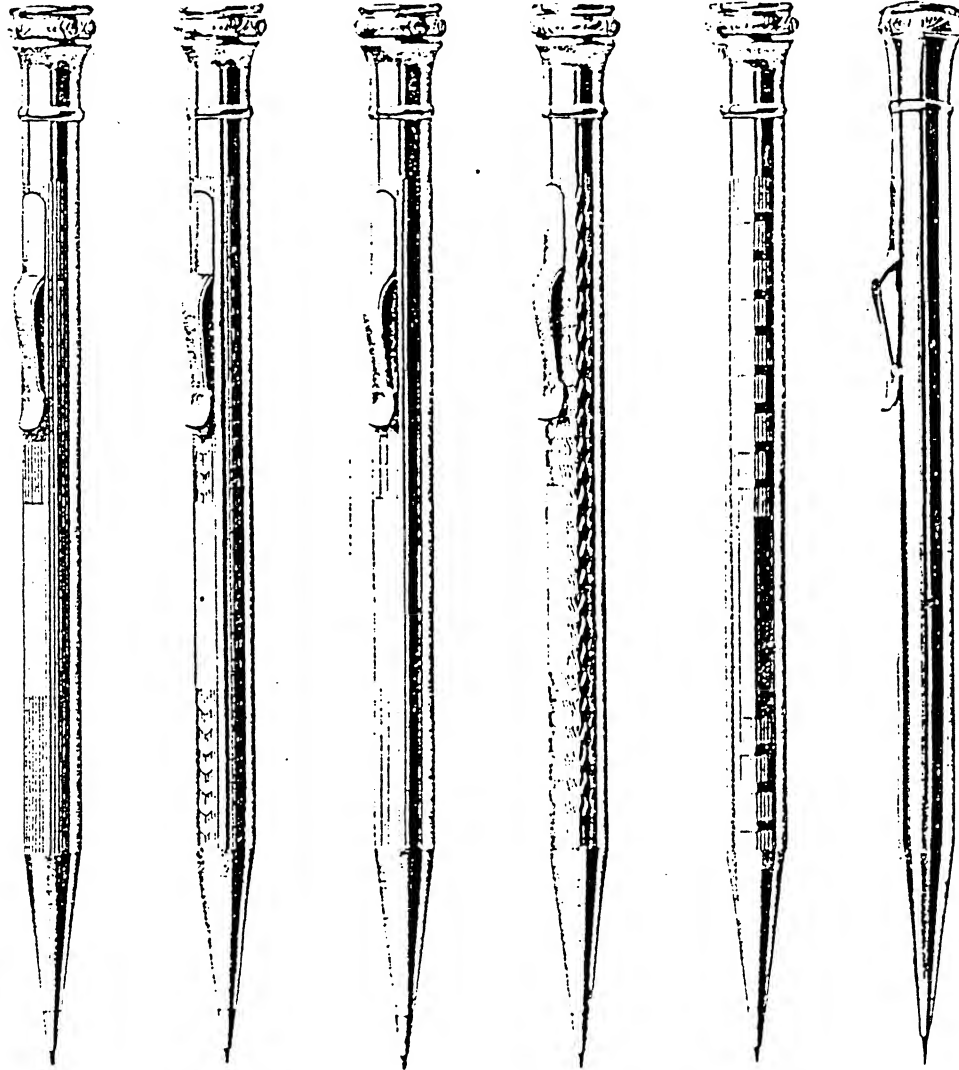
Telegraph Word	No.		
Thrall	95SW	Solid Gold	\$22.00
Strength	86SW	Solid Gold (Green)	22.00
Chase	48SW	Sterling Silver	4.50
Gentry	13SW	Gold Filled	5.00
Nectar	76SW	Gold Filled (Green)	6.00
Joker	19SW	14 K. 1/4 Gold	12.00
Resolve	82SW	18 K. 1/4 Gold (Green)	12.00
Tyler	96SW	Solid Gold	22.00
Sudden	87SW	Solid Gold (Green)	22.00
Cloud	49SW	Sterling Silver	4.50
Grover	14SW	Gold Filled	5.00
Orion	77SW	Gold Filled (Green)	6.00
Jargon	21SW	14 K. 1/4 Gold	12.00
Ripe	83SW	18 K. 1/4 Gold (Green)	12.00
Tipper	97SW	Solid Gold	22.00
Stanley	88SW	Solid Gold (Green)	22.00
Harding	15SW	14 K. 1/4 Gold	10.00
Pallet	78SW	18 K. 1/4 Gold (Green)	10.00

Telegr:  
Wor:  
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Palm  
Vaur  
Roya  
Bake  
Elmv  
Lode  
Huds  
Patro  
Victo  
Rifle  
Bent  
Fultc  
Marc  
How  
Ques



# EVERSHARP PENCILS

## ENGINE TURNED DESIGNS

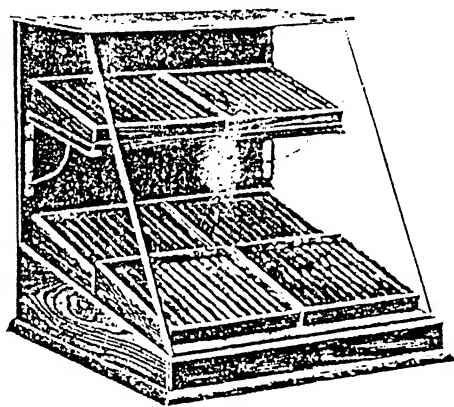


Colonial	Unique	Ribbon	Zigzag	Grecian Border	Plain
No.	No.	No.	No.	No.	No.
45 10	46 11	47 12	48 13	49 14	15 78
73 16	74 17	75 18	76 19	77 21	
79 93 84	80 94 85	81 95 86	82 96 87	83 97 88	

Telegraph Word	No.	Material	Price
Barron	45	—Sterling Silver	\$1.50
Entice	10	—Gold Filled	5.00
Kemer	73	—Gold Filled (Green)	6.00
Haskel	16	—14 K. 1/4 Gold	12.00
Palm	79	—18 K. 1/4 Gold (Green)	12.00
Vaunt	93	—Solid Gold	25.00
Royal	84	—Solid Gold (Green)	25.00
Baker	46	—Sterling Silver	4.50
Elmwood	11	—Gold Filled	5.00
Lode	74	—Gold Filled (Green)	6.00
Hudson	17	—14 K. 1/4 Gold	12.00
Patron	80	—18 K. 1/4 Gold (Green)	12.00
Victor	94	—Solid Gold	25.00
Rife	85	—Solid Gold (Green)	25.00
Benton	47	—Sterling Silver	4.50
Fulton	12	—Gold Filled	5.00
Marcel	75	—Gold Filled (Green)	6.00
Howard	18	—14 K. 1/4 Gold	12.00
Quest	81	—18 K. 1/4 Gold (Green)	12.00

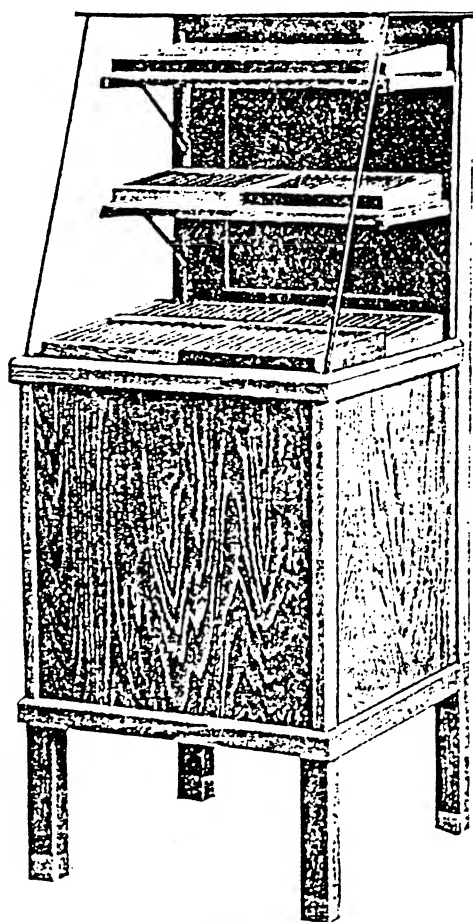
Telegraph Word	No.	Material	Price
Tardy	95	—Solid Gold	\$25.00
Statue	86	—Solid Gold (Green)	25.00
Brown	48	—Sterling Silver	4.50
Fleming	13	—Gold Filled	5.00
Nabob	76	—Gold Filled (Green)	6.00
Janus	19	—14 K. 1/4 Gold	12.00
Reason	32	—18 K. 1/4 Gold (Green)	12.00
Truth	96	—Solid Gold	25.00
Stroke	87	—Solid Gold (Green)	25.00
Clark	49	—Sterling Silver	4.50
Granite	14	—Gold Filled	5.00
Nebula	77	—Gold Filled (Green)	6.00
Jasper	21	—14 K. 1/4 Gold	12.00
Respite	83	—18 K. 1/4 Gold (Green)	12.00
Tropic	97	—Solid Gold	25.00
Stephen	88	—Solid Gold (Green)	25.00
Gaston	15	—14 K. 1/4 Gold	10.00
Olive	78	—18 K. 1/4 Gold (Green)	10.00

22.00  
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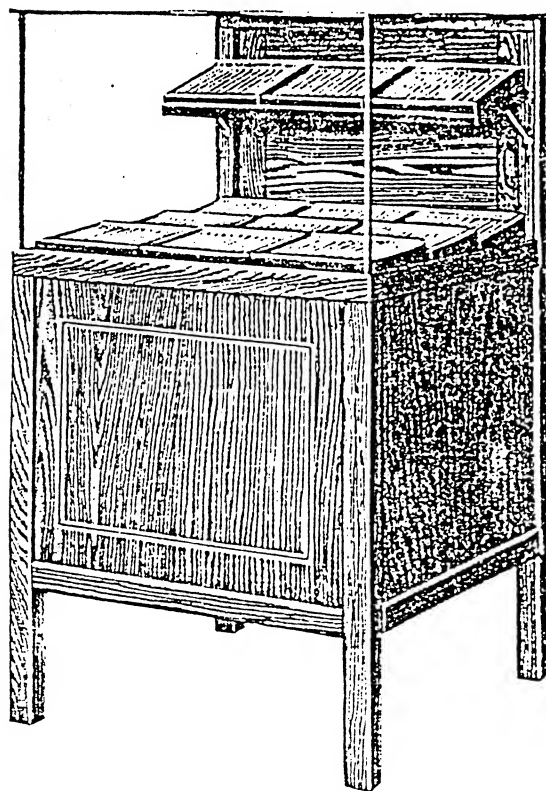
CASE No. 3

Case No. 3 is an ideal counter case which makes an attractive display. It holds six dozen pens or pencils or can be used to display four dozen fountain pens in the bottom trays, and two dozen pencils in the shelf trays. There is a storage space in the base of this case. It is loaned with six dozen pens or a combination of four dozen pens and two dozen pencils.



CASE No. 4

Case No. 4 is a case particularly suitable for a store where conservation of space is required. It makes an effective display, and is a very convenient case from which to make sales. It holds eight dozen pens or pencils, with a large storage place for considerable stock.



CASE No. 5

Case No. 5 is a real salesman—stands squarely on the floor and shows all goods so that everybody can see them at a glance. The twelve trays in this case are arranged so as to furnish an ideal display and selling advantage. This strong durable case is supplied with an order for one gross of pens.

## PENCIL REPAIRS ANOTHER SOURCE OF PROFIT

When your customer brings in a broken Eversharp Pencil, or one from which a part is missing, it is a simple matter to furnish a new tip, or magazine, or jump ring, or barrel or something else and make a substantial profit on the sale.

This repair business is automatic, requiring no special effort from you.

At the bottom of this page we show a table of Pencil Repair charges—each of which represents a good margin to you. The work of clearing clogged tips or tightening lose clips is so easy that you will not want to charge for it—yet it is work that builds trade by bringing people into your store.

### PENCIL REPAIR CHARGES. NET TO TRADE

Number	Tip	Tip Clogged	Magazine	Cap	Cap with Ring	Jump Ring	Cap Bushing	Barrel	Short	One Deat	Two Deats	Clip Broken	Clip Loose
20	\$0.25	N-C	\$0.50	\$0.25	\$0.50	\$0.15	\$0.25	\$0.50	...	\$0.40	\$0.50	\$0.30	N-C
30	25	N-C	50	30	55	15	25	65	\$0.50	40	50	30	N-C
31	25	N-C	50	30	55	15	25	65	50	40	50	30	N-C
50	25	N-C	50	40	65	15	25	1.00	75	50	65	40	N-C
51	25	N-C	50	40	65	15	25	1.25	1.00	50	65	40	N-C
52	25	N-C	50	40	65	15	25	1.50	1.25	50	65	40	N-C
53	25	N-C	50	40	65	15	25	2.00	1.50	60	75	40	N-C
54	25	N-C	50	40	65	15	25	2.00	1.50	60	75	40	N-C
55	25	N-C	50	40	65	15	25	2.50	2.00	60	75	40	N-C
56	25	N-C	50	40	65	15	25	3.50	3.00	70	85	40	N-C
57	25	N-C	50	40	65	15	25	4.00	3.50	70	85	40	N-C
60	25	N-C	50	50	75	20	25	2.00	1.50	50	65	50	N-C
61	25	N-C	50	50	75	20	25	2.25	1.75	50	65	50	N-C
62	25	N-C	50	50	75	20	25	2.50	2.00	60	75	50	N-C
70	25	N-C	50	60	75	25	25	2.50	2.00	60	75	65	N-C
71	25	N-C	50	60	85	25	25	2.75	2.25	60	75	65	N-C
72	25	N-C	50	60	85	25	25	3.00	3.00	60	75	65	N-C
90	30	N-C	1.25	2.00	2.50	1.50	30	15.00	12.00	1.00	1.50	2.50	N-C
91	30	N-C	1.25	2.00	2.50	1.50	30	20.00	17.00	1.00	1.50	2.50	N-C
92	30	N-C	1.50	2.00	2.50	1.50	30	45.00	30.00	1.00	2.00	2.50	N-C

\*No charge on items marked N-C.

5/715  
 4/605

# PEN REPAIRS

## BUILD PERMANENT PATRONAGE

Pen Repairs are profitable to the Wahl dealer in the same way that Pencil Repairs are profitable.

They afford an important means of making every sale of a Wahl Tempoint Pen create a permanent customer.

The Wahl Tempoint Fountain Pen is fully guaranteed as to workmanship and material. If for any reason the pen is not satisfactory to your customer he has the privilege of exchanging it until satisfied. In case of accident or loss, we keep the separate parts always in stock for the convenience of our customers. All correspondence will receive our prompt and careful attention. Below is the price list of separate parts. Net to Trade.

*NO. ON HOLDER	GOLD PENS			Feed bar	Point Section	Barrel	Cap	Duralastic Sack
	No. on Gold Pen	Price	Allowance for Old Gold					
2, 12, 32, 62, 72	2	\$1.25	\$0.20	\$0.60	\$0.75	\$0.75	\$0.40	\$0.30
3, 13, 33, 63, 73	3	1.50	30	60	75	75	40	.30
4, 14, 34, 64, 74	4	1.75	40	60	75	1.00	50	.30
5, 15, 35, 65, 75	5	2.25	50	60	75	1.25	60	.40
16, 76	6	2.75	60	75	90	1.50	70	.45

\*Numbers are stamped on butt end of every holder.

Straightening Gold Pen ..... \$0.59  
 Repointing Gold Pen ..... .75  
 Cleaning and Adjusting of Old Pens... .30  
 Exchange of Nibs on Used Pens.... .50

### IMPORTANT

- (1) Send complete holder, stating fully as to the necessary parts desired in order to insure satisfactory service.
- (2) Mark plainly on the package your name and address so there will be no difficulty in identifying your pen.
- (3) In ordering gold pens always state whether you desire fine, medium, coarse, half-stub, or stub points.
- (4) To prevent loss, package should be sent by registered mail.
- (5) Always send your pen direct to us or through our authorized representative, when it needs repairing, adjusting or a new part supplied. You will find this method to be least expensive, less troublesome, and most satisfactory.
- (6) The Wahl Tempoint Fountain Pen is fully protected by patents and any infringement will be duly prosecuted.

Charles Burton

1



Clara Munsey

3

GEORGE SMITH

4

WILLIAM BROWN

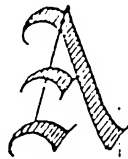
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GEORGE A. SHELDON

6



7



8



9



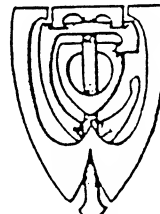
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20



22



24

Mark

25

THE WAHL CO.

26

Grace

27

PRICE LIST FOR HAND ENGRAVING

No.	Per Letter
(1) Plain Script.....	3c
(2) Jap Letters.....	10a
(3) Vertical Script.....	3c
(4) Block.....	4c
(5) Slanting Block.....	4c
(6) Modern Block.....	4c
(7) Drop Roman Monogram.....	30c
(8) Shaded Old English.....	15c
(9) Dropped Ribbon Mon'g'm.....	30c
• Per 3 Letters.	

No.	Per Letter
(10) Old English.....	10c
(11) Drop Block Monogram.....	30c
(12) Ribbon Monogram.....	30c
(13) Block Monogram.....	50c
(14) Fancy Ribbon Mon'g'm.....	\$1.00
(15) K of C Emblem.....	75c
(16) Fancy Block.....	10c
(17) Diamond Monogram.....	75c
(18) Shaded Block.....	15c

No.	Per Letter
(19) Shrine Emblem.....	75c
(20) Elk Emblem.....	75c
(22) Greek Letters.....	10c
(24) Masonic Emblem.....	75c
(25) Old English.....	6c
(26) Roman.....	5c
(27) Slanting Old English.....	6c
Three Initials or less, Script	
or Block.....	20c
Each additional Initial.....	5c

# LEAD SALES THAT REPEAT



Eversharp Leads made for Eversharp Pencils have a firmness, fineness and smoothness all their own. Many months' supply for 25c. The Eversharp label is on the box. Leads without this label are not Eversharp Leads. These are made to fit Eversharp Pencils, standardized as to size, and are made to write with Eversharp fineness with varying degrees of writing quality—H, hard—H. B, medium—F, firm.

Every Eversharp Pencil sold means that the user will regularly want a new box of Eversharp Leads—one dozen, 25c. Just "any kind" of leads won't do. We make it clear that Eversharp Leads are necessary to insure utmost success in the self-sharpening process of the Eversharp Pencil.

The rain-or-shine result is the coming of a steady flow of repeat-order trade to your store—for Eversharp Leads. Customers will return again and again throughout the year, and while at your counter will make other purchases.

Eversharp Leads take up little stock-space and help make big holes in the merchandise in your showcases and on your shelves.